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GLoucester's Tercentenary
Fishermen's Race Number

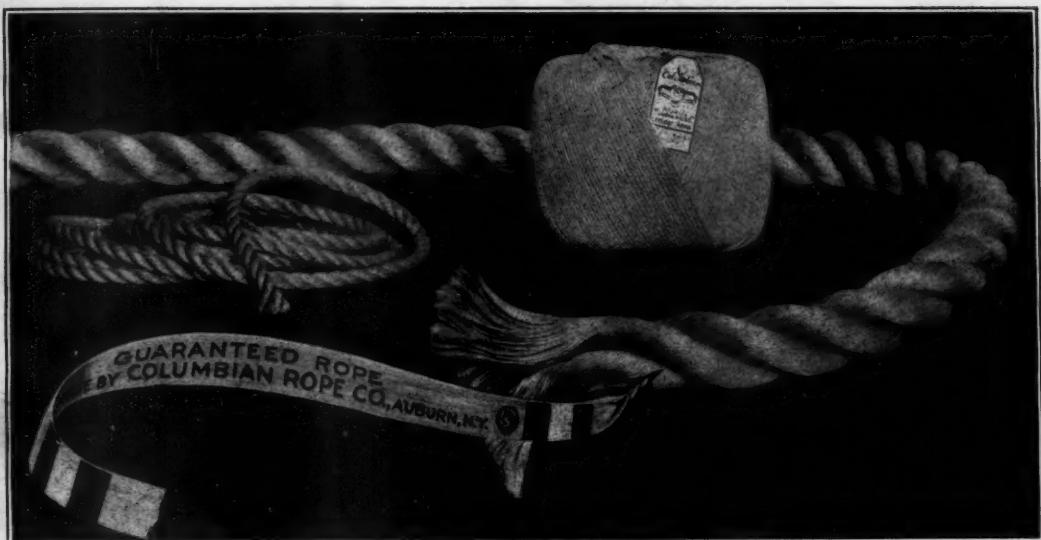
ATLANTIC FISHERMAN

Registered U. S. Patent Office

Vol. IV.

AUGUST, 1923

No. 7



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By the Columbian way the Manila Fibre is treated with a copper solution before it is spun into yarn, and therefore when you buy a "*Copperized*" Columbian Manila line, you can be sure that it is uniformly "*Copperized*" all the way through.

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Fisherman's Boot



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Fishermen tell us this is the best kind of protection against snagged or porous uppers and one of the greatest improvements ever made in a fisherman's boot. This feature,—first used on the CONVERSE NEPTUNE, by the way,—is one more reason why the NEPTUNE is giving fishermen better service. Your dealer can get your size by writing to

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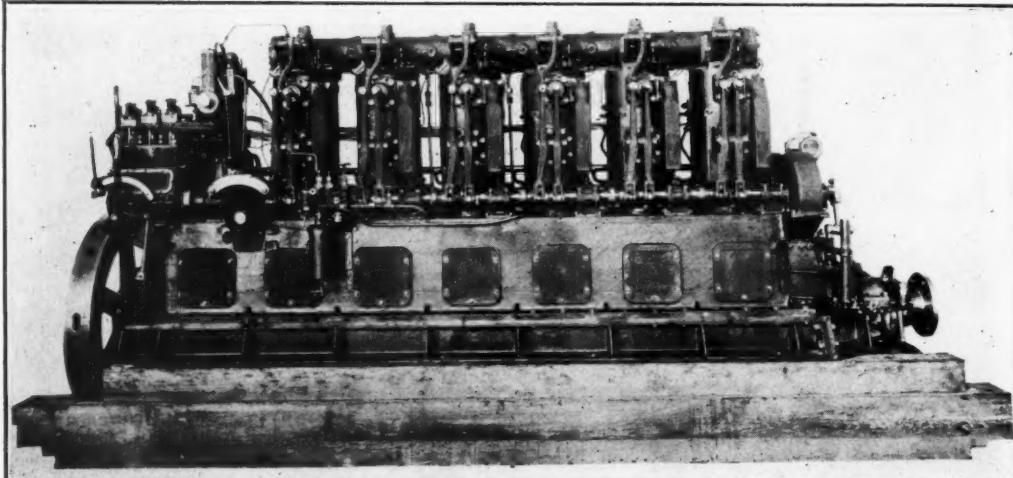
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For

THE FISHERMEN OF THE ATLANTIC

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ATLANTIC FISHERMAN

A "FARM" JOURNAL FOR THE HARVESTERS OF THE SEA

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We believe that all the advertisements in this paper are trustworthy. As proof of our good faith, we offer to make good to actual subscribers any loss sustained by trusting advertisers who prove to be deliberate swindlers.

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To take advantage of this guarantee subscribers must always state in writing to or talking with any of our advertisers: "I saw your advertisement in ATLANTIC FISHERMAN."

Not a "Trade Paper"

The ATLANTIC FISHERMAN is a paper for fishermen—producers—the men who actually fish for a living. It does not purpose to cover the fish trade; nor does it wish to be looked upon as a "trade paper." Rather do we like to think of it as a home paper for fishermen.

Our first care is that its pages be readable, for we believe that matters of human interest and practical vocational help are more to be desired by our readers than stereotyped "trade notes" and dry-as-dust statistical matter.

We want it to be regarded as a steady and reliable source of information, profit and entertainment by that vast army of 150,000 work-folks which constitutes our field.

T A B L E of C O N T E N T S

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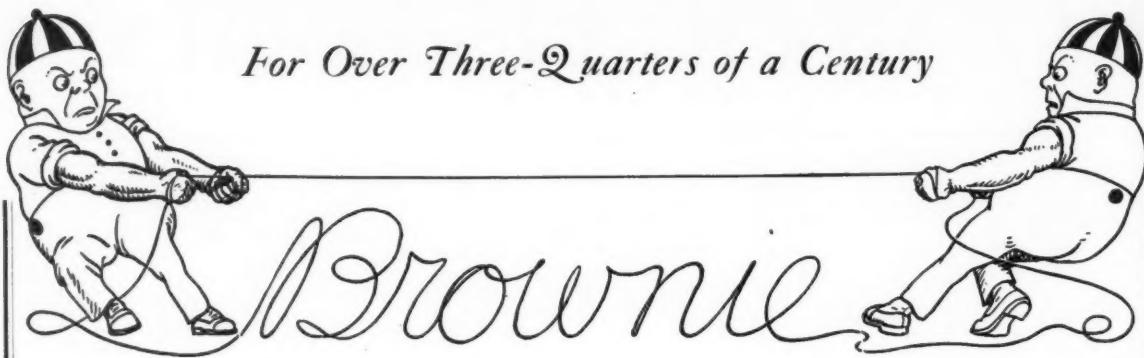
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ATLANTIC FISHERMAN

The Only Publication Devoted Exclusively to the
Fishing Interests of the Atlantic Seaboard

Vol. IV.

BOSTON, MASS., AUGUST, 1923

No. 7

California Shad Sold Through Advertising

*State Fish Exchange Pursues Methods Proved Successful
by Raisin and Orange Growers*

WHILE the Pacific fish trades may have been less aggressive in pushing their products than the raisin, nut and fruit growers of the West, they have at least given evidence of their belief in advertising as a necessary factor in marketing.

As far back as 1917 the California State Fish Exchange put on a campaign through the San Francisco dailies aimed to create an all-the-week demand for fish.

Later another campaign, completed in the spring of 1922, was devoted to the advocacy of fish as a food. One of this series of advertisements pointed out that the price of fish was being stabilized by the State Fish Exchange on the basis of supplies and known cost of catching. However, the price of fish was never quoted in the advertisement, nor were any of the advertisements devoted to any one fish.

Profiting by the experience of these first campaigns the advertising run this past April and May has brought far greater immediate returns. In this series the keynote has been definiteness and concentration on one kind of fish. It has urged shad and nothing else. It has given, very convincingly, the reasons for this being considered "the fish sweetmeat." Furthermore, it has justified the claim of low prices for this product, emphasizing this point strongly—a uniform "12 cents per pound round and 13 cents cleaned" everywhere and every day throughout the season.

The marketing advantage of a fixed, widely advertised price, especially for a seasonal and perishable product, is obvious enough. One of the greatest marketing drawbacks to the sale of fish is the lack of a stable price, which creates a feeling of uncertainty in the buyers' minds concerning the prevailing price as they outline their purchasing plan. In fact, in buying fish, it has been all too common to have to shop around to get advantage of the best prices, if not to get a fair one. Nowadays, many housewives are neither inclined nor fitted for such bargaining. The setting of prices for other commodities, largely through advertising, is bringing public opinion to bear more and

more against the widely fluctuating and varying prices such as has been characteristic of the fish business of today. Indeed, it is high time that the industry took account of this point, which many claim is the chief obstacle in the development of a greater market for fish.

California's marketing of shad seems more in line with modern practices. An intelligent appeal to the appetite and a low fixed price has proved a most successful combination. What a difference between this method of marketing and that practiced by the New York fresh mackerel trade! Think of what might be accomplished in the sale of fish—the seasonal kinds, especially—if the Eastern centers would adopt cooperative effort similar to that of their brothers in the West!

Some Reflections on the Fish Business

IT IS PLAIN that in the marketing of fish products we have much to learn from the Scandinavian countries. Even in New England Norwegian smoked "sardines," or sprats, are sold in almost every grocery store, while the product of our Maine sardine packing plants are practically unknown, despite the fact that the Maine product may be quite as choice as the foreign product.

In France the skate fish is esteemed as a delicacy. Down in Cape Cod the trap nets are regularly clogged with skate, which are only thrown back into the water. There is no market for skate, say the fishermen, except in Philadelphia, and to send it there costs more than the fish brings.

The same is true of a flat fish the natives call "sand dabs." It is a delicious fish, but somehow the demand around Boston for any kind of flounder is never very great. In New York, prices are much higher, but to send a barrel of fish from Cape Cod to New York is both expensive and uncertain. Every night the New York boat, which might pick up such barrels and land them in the morning, goes through the Cape Cod canal—but does not stop.

Ringin' the Bell

By ALEXANDER H. KNOWLES

"WELL, SKIPPER," said I as we shook hands in the Master Mariners' Association rooms the other evening, "Do you remember the time we rang the bell at T Wharf?" The smile on old Captain A——'s face faded, for I had raked up not the most pleasant reminiscence in his life. In fact I had touched on a very trying experience to all of us, but especially so to the Captain, on whom the whole of the responsibility had rested. 'Twas back in the winter of 1905, an exceptionally hard, cold winter—a gale of wind every few days, fish scarce, and prices low. A hundred dollar trip in those days was one of the things dreamed about only. Our vessel, the Fannie B. Atwell, was brand new the summer before, as trim a craft as ever rounded Eastern Point; able and seaworthy and a crack sailor.

We had been fishing on the Southwest part of Georges for about four days. Every day it was just possible, and that was about all, for a dory to live through it; but the fishing was good, and the weather had been so bad in the past that we all knew it was our only chance for a dollar, so we "turned to" with a will and finally had a nice trip aboard. And, when the "old man" called out, "Put the gripes on the dories; we'll head her for home," we were all happy enough. Landsmen will hardly believe that it was so cold most of the time that a haddock's eyes would turn white the minute he came out of water, but experienced fishermen know this for a fact, and will realize how glad we were when at last we started for home. Now those familiar with that locality know what a narrow channel there is between the Cultivator Shoal and Nantucket Shoals, and as I said before, the weather for days had been dark and lowery, with no chance to get an observation. So we were taking more or less of a chance on making the run till we got by the Cultivator. But only the Skipper in this case realized the danger; if anyone else did, he wisely kept it to himself. Now to make things worse, we had only got fairly well under weigh when the wind commenced to breeze up and it "shut in" a thick snow storm.

Occasionally we would take a sounding, and finally the water began to get more shoal, more or less uneasiness commenced to be shown among the crew now, and as seventeen fathoms, and then fourteen showed, things began to happen. The wind increased very fast, and the snow came down more blinding than ever. When fourteen fathoms was reached, five of whom we considered our best men gave up all hope and went and crawled into their bunks. Shortly after this, the lead showed eleven fathoms, and the skipper threw it down the gangway knowing that any further sounding was useless, and we might as well keep right on as we were, as to change the course and perhaps get in worse. About this

time, when things looked about as bad as one would think it possibly could look, an extra heavy squall of wind throws the vessel over nearly on her beam ends. As she goes down, the man at the wheel calls out "Cut the fore sheet." Before anyone can say or do anything, and much quicker than it takes to tell it Hogan yells out, "Let her go to the belly of Hell; she's all right." Strange words, say you. Yes! And in talking it over the other evening the old Skipper said that in all his experience, he thought those were the most encouraging words he had ever listened to. It showed him at once that he had one man at least who was absolutely fearless, and filled every other "man Jack" on deck with new hope and courage. It was only a bad squall at a bad time, but Hogan had said the vessel was "all right," and in a short time we were in deeper water and the danger from the Cultivator was passed. As the day wore on and night approached the cold became more intense, the vessel began to ice up and we all knew we were in for an ice-pounding night. The wind though heavy was favorable, so, late, the next afternoon we made the Boston Lightship, and as luck would have it, a large outside towboat was lying close to her. In answer to our signal he came near enough for a hail, and in answer to our Skipper, said he would have to charge us fifty dollars to take us in. If he had said five hundred we would have welcomed him just the same. He called to us to haul down our jibs, but this was impossible as the sails were frozen so badly they wouldn't run down. Twice he hove us a line, and both times we lost it. As he came up the third time, he called to us, "I'll give you one more trial, Captain; I can't fool around here all night." The next time they threw the line, we made a desperate effort and were lucky enough to get two turns around the foremast, and told him to go ahead. We were all right then, and on the way up the harbor we talked over how much we ought to make on the trip, and hoped we would "ring the bell." We got up to T Wharf just before midnight, and the buyers were on the Wharf waiting for us. I guess we could have sold at our own figures as there wasn't another vessel in the dock. Well, the next morning, we "rang the bell." There isn't much more of this story to tell except this—they used to tell that some of our "young bloods" were seen up town the next evening wearing hundred dollar bills for bouquets.

Hauled Up Penny

One of the crew of the Boston schooner Eleanor DeCosta while hauling the sounding leads a few days ago off Highland Light, found clinging to the end of the lead, a copper cent, dated 1881. It was in a good state of preservation.

A Brief Sketch of Gloucester's Fisheries

By ARTHUR L. MILLETT

DESTINY ordained that Gloucester should be the first and greatest fishing port in the new world. Away back, as far as 1602, that daring navigator, Gosnold, found that codfish were plenty in Massachusetts bay and for twenty years before a permanent settlement was made here, the fisheries were pursued off this coast, with profit. Destiny took a hand when the Dorchester company's 50 ton ship set out from England in 1623, it being the intention of those

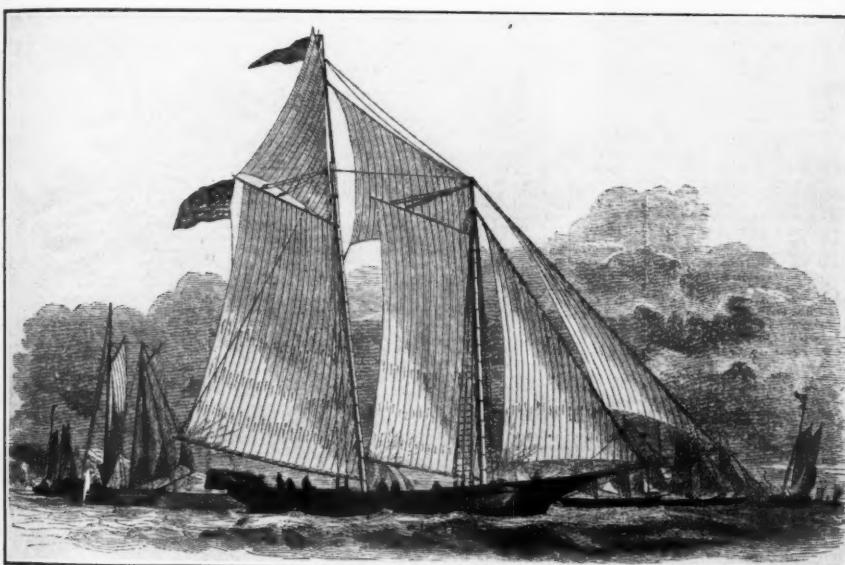
concerned to engage in a fishing trip and also found a permanent colony. The ancient records tell us that the expedition had no definite place in view for settlement and that arriving late in the season at the fishing grounds on the Maine coast, the fishing was found poor and in hopes of making up a full fare, the voyage was continued to Massachusetts bay.

Off Cape Ann, cod were found in abundance, with the result that in the fall of 1623, the craft sailed for Spain, deeply laden with fish, while 14

men, with necessary provisions, were landed at Cape Ann. The first colonists, therefore, were fishermen and the first business of the place was fishing. The first fishing "stage" of wharf was erected at Stage Fort, now a public park of the city.

With the exception of possibly a very few years immediately following 1626, the fisheries have been followed from this port through all these 286 years, practically without interruption. Beginning with one craft of 50 tons, Gloucester now boasts of the finest

(Continued on Page 29)



A GLOUCESTER BANKER, 1864 (From Old Woodcut)



GLOUCESTER HARBOR, 1864 (From Old Woodcut)

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Extract from Schooner's Account
Book, 1752

THE OPPORTUNITY for comparing prices of the year 1752 with those of today is afforded in the following records taken from the account book of the fishing schooner (sconar) Susanna. This vessel was commanded by Captain Charles Byles of Gloucester, who was a commandant in the siege of Louisburg, but whose business was that of fishing.

An exact copy of the record follows:
The sconar Susanna's Great Jeneral, April 24th, 1752.

| | |
|--|------------|
| 27 hogsheds of Salt. Bought of Capt. Eps | |
| Sargent, 13s 4 | 18. 0. 0 |
| To 2 Barils of makril @ 22s 8 | 2. 5. 4 |
| To 2 Pare of hedging Gloves @ 13d | 3. 0 |
| And 2 Pare of mitting @ 13d | 2. 2 |
| To 10½ lb. of Candles @ 9½ | 8. 3½ |
| To 1 bluber hogshed | 4. 6 |
| To 3 yd. new Canvas for ye Salter | 8. 0 |
| To 2 Cuthort Knives @ 12d | 2. 0 |
| To Colors bought of Seward | 10. 8 |
| Rum to weigh of the first fare | 1. 10 |
| To 1 Baril of oil | 3. 8 |
| | — — — |
| | 22. 14. 1½ |

The sconar Susanna's Small Jeneral, First fare, 1752.

| | |
|---|----------|
| To 1 Baril and ¾ths of a Baril of Pork (@ 80s) | 7. 0. 0 |
| To 18 lb. of hogs lard @ 6½ lb. | 9. 9 |
| And a paile for ye lard | 1. 6 |
| To 1½ Bushells of Sifted meeal | 5. 7 |
| To 1 bage for meeal | 2. 8 |
| To 1 doz. of mak (mackerel) hooks | 9 |
| 1 half Bushall of Beans | 4. 0 |
| 350 lb. of Brown Bred @ 24s | 4. 4. 0 |
| To 1 lb. of Powder and 4 lb. of Shot | 3. 8 |
| TO Stores and Craft for Ben Hadlok | 1. 10. 1 |
| To Ben Hadlocks servis seven weeks | 2. 17. 4 |
| | — — — |
| 2 Cords of wood @ 13. 4 | 1. 6. 8 |
| More small Jeneral by father | 2. 13. 5 |

"The sconar Susanna's Cr. for her fish and oilie the first fare," sold in 17 lots, was "200 quantals" which included "I Baril of Traine oilie" that sold for 1. 12. 0, amounting to 96. 7. 4.

The total of the three fares of the schooner for the season was 508½ quintals of fish which, with the mackerel and oil, sold for £256 5s 5d.

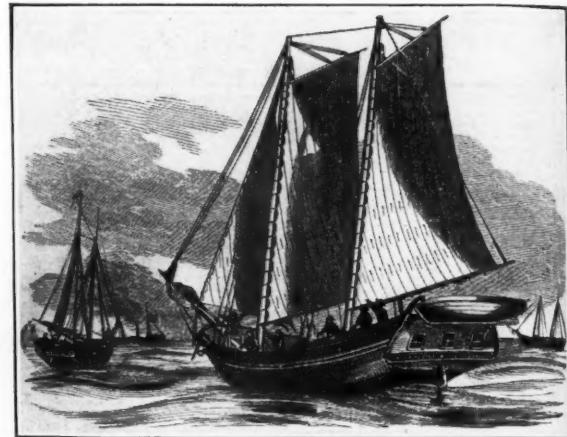
The Gloucester Fleet of 1774

IN 1774 there was drawn up at Gloucester "the covenant for mutual insurance of the Grand Bankers sailing out of Gloucester."

The list of subscribers to this covenant, with the names of their vessels, follows:

| Vessel's Name | Real Value | Mated Value | Who put them in |
|---------------|------------|-------------|-----------------|
| Leopard | £300 | £200 | Isaac Smith |
| Meril | 300 | 200 | " " |
| Tomy | 300 | 200 | " " |
| Dolphin | 300 | 200 | " " |
| Olive Branch | 300 | 200 | " " |
| Drake | 250 | 180 | " " |

| | | | |
|---------------|-----|-----|--------------|
| ¾ Unity | 220 | 160 | Isaac Smith |
| Resolution | 300 | 260 | Epes Sargent |
| Noble Pitt | 300 | 200 | " " |
| King David | 300 | 200 | " " |
| Bonne Venture | 300 | 200 | " " |
| ½ Fair Lady | 150 | 100 | " " |
| Robinhood | 300 | 240 | Daniel Roger |
| George | 300 | 240 | " " |
| Fame | 280 | 200 | " " |
| Two Brothers | 200 | 100 | " " |
| Hanah | 280 | 200 | " " |
| Judith | 300 | 240 | " " |
| Esther | 300 | 250 | " " |
| ½ Boscawen | 150 | 120 | " " |



MORNING STAR, A GLOUCESTERMAN OF 1854

| | | | |
|-----------------------|-----|-----|-------------------|
| ½ Rachell | 150 | 100 | " " |
| ½ Luckey | 150 | 100 | " " |
| ½ Boscawen | 150 | 120 | Joseph Allen |
| ½ Rachell | 150 | 100 | " " |
| ½ Luckey | 150 | 100 | " " |
| Schooner John | 350 | 280 | Daniel Sargent |
| ¾ Schooner Minerva | 225 | 160 | " " |
| Schooner Hawk | 300 | 200 | " " |
| Schooner Two Brothers | 300 | 200 | " " |
| ½ Lyon | 150 | 140 | " " |
| ½ Sally | 150 | 140 | " " |
| ½ Friendship | 150 | 130 | " " |
| Schooner Frederick | 180 | 140 | " " |
| Schooner Luce | 300 | 200 | John Smith |
| ½ Lyon | 150 | 140 | " " |
| Schooner Jolly Roger | 300 | 200 | John Stevens, Jr. |
| Schooner Polly | 300 | 200 | " " |
| Susahana | 300 | 200 | William Coas |
| Endeavor | 300 | 250 | " " |
| ¼ Unity | 62 | 50 | David Plummer |
| Oliver Cromwell | 300 | 200 | Eben Parsons |
| Schooner Gorham | 330 | 200 | " " |
| Schooner Endeavor | 300 | 240 | John Low |
| Schooner Neptune | 300 | 250 | " " |
| Schooner Industry | 300 | 250 | " " |
| Schooner Britain | 300 | 250 | Benjamin Ellery |
| Schooner Dolphin | 300 | 250 | " " |
| ½ Friendship | 450 | 140 | Samuel Griffin |
| ½ Sally | 150 | 140 | " " |
| Schooner Victory | 300 | 200 | John Stevens |
| Schooner Glorioca | 300 | 200 | " " |
| Schooner Hawk | 300 | 200 | Solomon Gorham |

(Note: The fractions preceding the names of some of the vessels evidently denote the share of ownership.)

Who's Who Among the Skippers

OF ALL the famed fishing skippers now living none has had a more varied or more spectacular career than Captain William Herrick of Swan's Island.

Although many an exciting exploit had been "pulled off" by this masterful old sea-dog prior to the middle 80's, it was in 1886 that his name and the phenomenal speed of the finest of his long string of vessels became common knowledge along the entire Atlantic coast.

The large schooner *Augusta E. Herrick* — the only sizable centre-board fishing vessel we ever had — and her commander, the gigantic and plucky Cap'n Bill, loomed large. The captain claims he trimmed his boon companion's wonderful schooner several times. It was surely going some to beat Mel McClain's cleverly modelled vessel. Many of us can still see in our mind's eye the beautiful craft that Charlie Harty loved and sailed so well — the wonderful schooner *I. J. Merritt, Jr.*

William Herrick was born nearly 81 years ago at Swan's Island, and barring ten years when he carried on a wholesale fish business at Boston — he has been a resident there ever since. He is a natural born fisherman and began fishing at ten years of age.

Very tall, very broad, very strong, with snow-white mustache and hair, Cap'n Bill suggests the late John L. Sullivan as appearances go. He reads without glasses, and in his characteristically masterful way presides over the destinies of the Ocean View — the best hotel at Swan's Island, Maine.

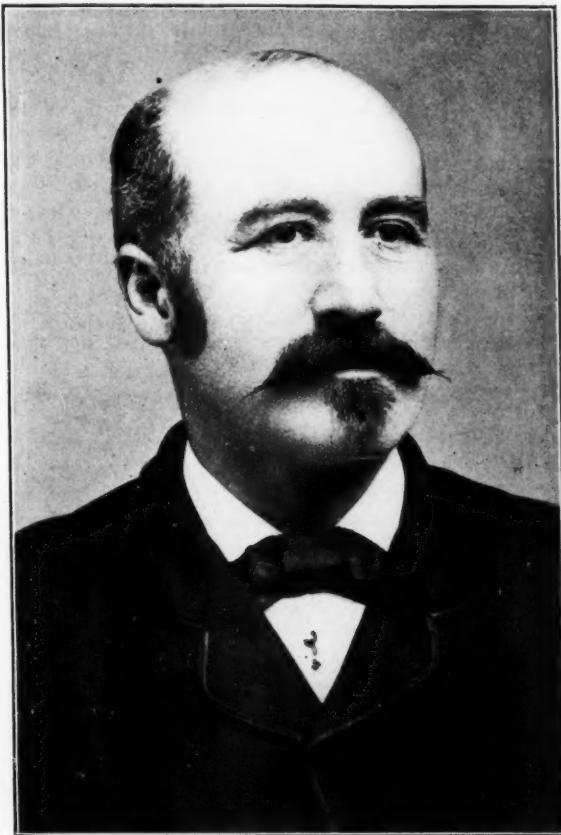
Owing to the extreme modesty, which is part and parcel of all these fishermen rulers of the sea, it was impossible at my recent visit to get the captain into a sufficiently loquacious mood to recount but a few of the high spots of his illuminating career. First of all, let it be known he is well acquainted and keeps in touch with all the Boston and Gloucester skippers of note. His dearest old pals were Mel McClain, Sol Jacobs, Charlie Harty and Nat Smith.

Nat, wishing to reach Georges in company with his chum, and having a slower vessel, Bill paid out a new three inch hawser and took him in tow. Both vessels had all sail set but the Herrick was so much swifter she parted the tow line when it breezed up as South Channel was reached.

Another time, with a heavy ground swell, the slack got around Nat's rudder and when the Herrick shot ahead it swung the towed vessel around so she was heading for home.

In the middle 80's, the late Henry G. Trickey, had an interesting story in the *Globe* about how the doughty captain mounted a six pound cannon upon the Herrick, here in Boston, and sailed for "The Bay." He caught 600 barrels of mackerel

A Masterful Old Sea-Dog



CAPTAIN WILLIAM HERRICK

inside the three-mile limit and was chased by a Canadian cutter which put about when he "spoke her" with the thundering report of a solid shot.

While in the fruit trade the captain was told at Governor's Harbor, Bahama Islands, that the master of the new yacht — William Van Ness — would report him safe on reaching New York. The reporting was done by Captain Bill. He beat the yacht's passage by five days.

While in the fruit business the Herrick often made the passage out to the Bahamas or West Indies in nine days, and once made the Bahamas in four and a half days.

One Poland, made the model of the *Augusta E. Herrick*, following directions from her commander. Poland & Woodbury built her at Vincent's Cove in Gloucester in the year 1878, and she had a long and useful existence.

Captain Herrick is vigorous and active and still conducting his summer hotel business at the Ocean View House, at Swan's Island. His last season was one of his best and he is looking forward to the coming season in expectation of ex-

ceeding the last one. He still goes "fishin'" whenever the weather will permit, and only last summer he brought into Swan's Island Harbor a halibut seven feet and eleven inches long, that weighed two hundred and fifty-six pounds, being the largest halibut ever caught at Swan's Island, which is as you probably know, the largest fishing hamlet on the Maine coast.

The captain's sporting blood still courses fast, he says and apparently believes that if he had the schooner Herrick today, rigged as he might direct, he could beat any of them and especially "fore the wind."

The following are some of the vessels commanded by this remarkably successful follower of the sea:

| | |
|--|------|
| Marsalia of Provincetown | 1864 |
| James Sayward of Gloucester | 1865 |
| Huntress of Gloucester (mackerel) | 1866 |
| Barbara Fritchie (trawling) | 1867 |
| Barbara Fritchie (trawling) | 1868 |
| Clara (shore fishing) | 1869 |
| Clara (shore fishing) | 1870 |
| William J. Dale (mackerel, Bay St. L.) | 1871 |

| | |
|--|------|
| Pioneer (mackerel, N. E. coast) | 1872 |
| Eliza K. Parker (cod fishing, Banks) | 1873 |
| Amos Cutter (cod fishing, Banks) | 1874 |
| Glad Tidings (mackerel) | 1875 |
| Rebecca M. Atwood (fruit W. Indies and fishing) | 1876 |
| Cayenne (mackerel, Bay St. L.) | 1877 |
| Augusta E. Herrick (fruit, W. I. to N. Y. and fishing) | 1878 |
| Augusta E. Herrick (fruit, W. I. to N. Y. and fishing) | 1879 |
| Augusta E. Herrick (fruit, W. I. to N. Y. and fishing) | 1880 |
| Augusta E. Herrick (fishing and general business) | 1881 |
| Augusta E. Herrick (fishing and general business) | 1882 |
| Augusta E. Herrick (fishing and general business) | 1883 |
| Augusta E. Herrick (fishing and general business) | 1884 |
| Augusta E. Herrick (fishing and general business) | 1885 |
| Augusta E. Herrick (fishing and general business) | 1886 |
| Augusta E. Herrick (fishing and general business) | 1887 |
| Augusta E. Herrick (fishing and general business) | 1888 |
| Augusta E. Herrick (fishing and general business) | 1889 |
| Effie T. Kemp (mackerel) | 1892 |
| (Ten years in fish business intervened here) | |
| Vesta (mackerel) | 1902 |
| Hazel Oneta (mackerel) | 1903 |

Report of Fisheries Bureau on Use of Copper Oleate

SINCE the announcement of the bureau's preliminary findings with copper oleate as a net preservative, a considerable quantity of it has been used by fishermen in many parts of the country. This application of copper oleate for practical purposes this season, therefore, constitutes an experiment on a large scale, the results of which have been awaited with interest by the bureau, the manufacturers of copper oleate, and the fish trade generally. Accordingly, inquiries have been made to determine what satisfaction this new preservative has given to the fisherman. Personal visits to the fisheries have been made, and other expressions obtained by correspondence. The results are about as follows:

Copper oleate serves its purpose well, in preserving the lines and keeping down fouling growths. Reports have reached this bureau of instances of gill nets having already given twice as long service as they had been giving previous to the adoption of this preservative. In the case of pound nets, copper oleate has proved highly satisfactory for the pound, but not so suitable for the heart and lead, where tar seems necessary to prevent chafing. In the pound it is stated that because the invisibility of the web caused by the copper oleate, fish more frequently become gilled.

An objection made against copper oleate is that it lubricates the line as much as to cause knots to slip. This quality has been particularly objectionable in gill nets and in the gangings of trawl lines.

The most serious objection, however, seems to be in that the copper oleate washes out of the lines

on continuous exposure. This objection has been found in many places. While in the bureau's experiments there was a slow washing out, the difficulty seems much greater in the practical application than it was in the experiments. Perhaps the difference is in part due to the difference in manner of exposure, and in part to the composition of the mixture used. Too much oil will certainly promote washing out (although it makes a product that dissolves readily). The oil should be kept at a minimum, and the oleate should be waxy before it is dissolved, rather than greasy. Cutting down the quantity of oil will also help to overcome the difficulty of knots slipping.

In the series of new experiments now running in different parts of the country, there has been included several combinations designed to prevent the copper oleate from washing out, especially in fresh water. Raw and boiled linseed oil, and paraffin are mixed with the copper oleate, for comparison with mineral oil. So far as the experiments have gone, the boiled linseed oil and copper oleate is the best combination, remaining in the lines much better than the copper oleate and mineral oil. One part of boiled oil was used to six parts of pure copper oleate. No mineral or other oil was included.

Until the results of these series are completed it is best to apply the copper oleate solution repeatedly, as often as necessary to afford protection. Prospects seem good that next season a combination of copper oleate will be available that will remain in the lines very much better than the combination now in use.

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Oppenheimer Proves the Case

By WILLIAM WILLARD HOWARD

AS I AM booked to sail for the borders of Bolshevik Russia on August 7 I shall not be able to take part in any further discussion of the situation in the fish business until after my return to New York next October.

Before sailing, however, I desire to call special attention to certain significant testimony given at the express rates hearing, as published on page 24 of the *Atlantic Fisherman* for June. The testimony is as follows:

"Question by Mr. Cotterhill: Just by way of illustration, what is the retail price that they (the foreign population of New York City) will pay for an ordinary fish to-day?

"Mr. Weber: Your low-grade fish, such as haddock, is on sale at Oppenheimer's stores, of which there are some thirty-odd in New York City, week in and week out, at 10 cents a pound.

"Question: And take that same fish; what would it be sold to Oppenheimer for, probably at wholesale?

"Mr. Weber: If he bought it in Boston it would probably cost him from 2½ to 4 cents."

It so happens that I have sold tens of thousands of pounds of soft-cured salt codfish to this same L. Oppenheimer, of New York. I sold the fish to Oppenheimer at eight cents a pound, f.o.b. wharf, on condition that he sell the fish at retail at a price not to exceed ten cents a pound. On the day that I sold out the last fish of my cargo Oppenheimer's trucks were on the pier with orders for ten thousand pounds.

That sale of codfish lasted twenty days. Dozens of dealers bought and bought and came back for more. Each dealer pledged himself to sell to the consumer at a price not exceeding ten cents a pound.

My purpose in resurrecting this transaction is to lay emphasis upon the fact that the New York, Brooklyn and Jersey City dealers who bought my fish were willing to sell it at a gross profit of two cents a pound—and to send their own trucks to my vessel to get the fish.

These dealers were thorough going business men. They were working to make a profit. If they could not have handled the fish at a satisfactory profit they would not have bought of me at all. They said, at the time, that they were satisfied with two cents a pound gross profit. Their rate of profit was 25%.

In my article in the *Atlantic Fisherman* for July, I suggested a schedule of costs and selling prices that would give to the retailer a net profit of 43% on fresh ground fish. In that schedule the price to the consumer was fixed at ten cents in Summer and fourteen cents in Winter.

Now, according to the testimony quoted above, L. Oppenheimer is selling fresh haddock at his

chain stores in New York, at ten cents a pound. That fact alone proves the reasonableness of my suggested schedule of prices.

If L. Oppenheimer can sell fresh haddock, week in and week out, at ten cents a pound, can not others dealers sell at the same price? While Oppenheimer is selling haddock at ten cents is there any reason, short of flagrant, shameless profiteering, why a dealer in Sixth Avenue should ask thirty-five cents a pound for fresh codfish?

L. Oppenheimer is a business man—not a profiteer. It gives me pleasure to say that my business dealings with him were highly satisfactory in all particulars. I could not ask for a better customer.

Undoubtedly Oppenheimer buys his haddock at the going market price. He could not get it, week in and week out, at any other price. As a buyer, he is on the same footing with all other dealers. It is only at the selling end that he differs from the others. I should think that dealers would find something interesting and significant in the fact that Oppenheimer has built up a big business by selling goods on a reasonable margin of profit, and not by profiteering.

Advocates Producer Control

Editor of *Atlantic Fisherman*:

I note with some interest the article by Mr. Howard in your recent July issue. And this the more so because for some time past I have been devoting considerable thought to the same idea—that is, a reorganization of the industry based on the pillar of producer control. To my mind of course, the producer is the practical fisherman—just as the actual farmer is the dirt farmer. To the man who by his labor brings forth food from the elements, be it earth or water, belongs the right to control the merchandising of his product, subject of course to the rightful claims of the remainder of the community, loosely labeled the public.

The history of the farmer cooperative marketing associations of course affords the most obvious illustration of this point of view. Such movement has demonstrated the possibility of easy elimination of waste, of stabilization of prices, of orderly marketing, all of which means that the farmer has brought within the reach of both his home and his community life, more of the decencies requisite to human existence.

It is needless to remark that Mr. Howard's observation of that hoary fact—that is, that the fisherman gets too little and the consumer pays too much for fish—merely confirms the position always maintained by the Fishermen's Union. The sad fact that he who risks his life that the community may have fish gets very little for his pains

and up to now has received but very slim sympathetic appreciation. The writer is pleased to note this evidence of a new and more wholesome and social regard for the fishermen. It is hoped that it will not remain in the realm of profession, but that it will increasingly become a rule of action in the industry.

As to the consumer, it need only be again said that the Fishermen's Union is ever ready to cooperate to assure a supply of high quality low priced fish.

The problem that Mr. Howard raises of course deserves and demands serious consideration. To its solution should be brought the attention and study of the best minds. Then and only then will it be possible to initiate steps towards the consummation, be it however partial, of its fundamentally sound idea. The writer is ready to help in his small way towards the polling of the necessary knowledge and believes that your magazine could do no better act for the benefit of the industry than to obtain and publish the points of view of the persons engaged in the industry together with their suggestions as to engineers, lawyers, etc., of high ability, who might be called upon to assist and advise, knowledge of whom the writer is not as well posted as he would like to be. I may add that in a recent issue of the "World's Work," I believe for May, there is an illuminating article on the history of the farmer movement written by one Aaron Sapiro.

Yours truly,
Wm. H. Brown,
Secretary.

August 8, 1923
Fisherman's Union of the Atlantic.
Boston, Mass.

Swan's Island Notes

By "THE FISHERMEN'S DOCTOR"

THE FISHERMEN hereabouts are hard put to secure sufficient bait for their lobster traps, and have to make long cruises to far distant weirs in order to get any herring. The weirmen say that there seem to be plenty of herring in the bays but they do not come into the weirs well. If we have a spell of blowy weather they will come into the weirs better. The boats of the sardine packers cruise to all the weirs and gather up all the herring they can get, which makes a serious shortage of bait for the fishermen. The fishermen at Old Harbor and at Frenchboro are using hake heads from the fish stands for bait. The weirs at Western Island, off Cape Rosier, the weirs of Fred Bridges at Tinker's Island, and those at Flye's Point are getting some herring.

Very few mackerel have been found in local waters.

Those who trawl for halibut have been bringing in good fares.

The hake trawlers have been getting some good fares of fish. Austin Sadler brought in 9000 pounds in a small motor boat. Sim Davis and

Herman Anderson of Frenchboro, Outer Long Island while hauling their trawls found more fish than they could carry, and loaded down below the safety line. They had to turn over a tub and a half of trawl, still in the water, to Tom Lune, who completed the haul and brought in the balance of the fish.

The fishermen of Old Harbor report seeing many whales outside the island.

The dogfish struck the last of the week in order to further harass the fishermen, already distressed by lack of bait. At Western Island, Cape Rosier, six dory-loads of dogfish were taken from one weir. Mr. Turner, who provides biological laboratories with marine material, shipped over a thousand pounds of dogfish this week.

Captain Burns captured a lobster the other day which fetched \$1.60 at the smack. It was a fine looking, non-egg bearing crustacean which weighed over four pounds.

The lobstermen have as yet found no shedders.

The fishermen have been in the habit of punching the flippers of egg-bearing lobsters and then putting them back in the water, and sometimes they have marked more than one flipper, or marked different flippers at different times, which may account for the talk of seed-bearing lobsters being sold over and over to the wardens. "Molly," an old female lobster whose favorite hunting ground is the bed of Placentia Sound, has been caught, on an average, about once a week by one or another of the Atlantic fishermen for the last four years, and the men all know her and undoubtedly she ought to be well acquainted with all the Atlantic fishermen. She weighs five or six pounds, has been well marked, and in the run of time has deposited her eggs and shed her shell and shows many of the old marks on her new shell. A mark of four crosses was put on her old shell and after shedding it showed on the new covering.

Thick-a-fog has prevailed all the week, and steamboat whistles sounding warnings were heard all about the island, and what with hunting for trap-buoys in the fog, with the surface of old ocean upheaving from old swells, and colliding with whales and contending with dogfish, the life of the local fisherman has been full of variations.

Swordfish Scuttles Boat

A 900-pound swordfish, maddened by a lance cast by Royce Amman sent rowboats and fishermen scampering to all parts of Montauk bay on a recent afternoon.

Amman, a fisherman, spied the monster when he was within 300 yards from shore. Cutting half the bottom of his boat away in retaliation for the lance, the huge fish ignored the floundering crew and rushed around seeking more boats to scuttle.

Elisha Amman put out in a power trawler, rescued his brother, and succeeded in killing the monster after 10 minutes of shooting.



TO THE SOUTH'ARD



Plowing Bottom to Grow Oysters .

ATE in July an important conference was held between the fish authorities of Virginia and Maryland for the purpose of reaching an agreement in the matter of reviving and propagating Cobb's bar, a natural oyster ground of 2000 acres, lying between the headland of St. Mary's County, Maryland, and Westmoreland County, Virginia, about eight miles below Colonial Beach on the Potomac River.

For the first time in the history of the two commissions, Virginia and Maryland officials are in thorough accord in the activities now in progress in that neutral oyster grounds, and Maryland will co-operate with Virginia in the redevelopment of the oyster beds, as evidenced by the work Maryland is now doing.

The Maryland commission is doing considerable work at Cobb's bar, experimenting with a new ingenious machine weighing one-half ton, drawn by a powerful tug which plows the river bottom in that area, in which it is hoped to revive those natural oyster beds.

The new machine is in the shape of an immense rake. It breaks the crust now formed over the river bed, and part of the area is being plowed, as it were, to make new spawning ground for the oysters. It is believed that the work now being done will bring Cobb's bar back into its old rank as an oyster-producing section of the Potomac, affording to the oystermen of Maryland and Virginia an excellent field for future activities, replete as it was a few years ago.

State Conservation Commissioner Harrison W. Vickers of Maryland, while ready to await the results of this experiment of raking over the defunct oyster beds in the Potomac, is still strongly of the opinion that the salvation of the oyster industry lies in the state control and planting of oyster shells.

He will have the raked area watched carefully during the next year to see whether there is any spat catch. Until the results are shown he will do no more raking.

As Mr. Vickers sees the situation, more good can be accomplished if all the business interests were to co-operate in getting an act passed which would give control over a portion of the oyster shells each year.

"That's the only way we are ever going to solve the problem and really save the oyster crop," said Mr. Vickers. "Texas controls her oyster shells and plants them with success. Here in Maryland we have added thousands of bushels of oysters to our crop by the small planting operations that we have undertaken.

"But what is the prospect? This year we paid 10 $\frac{1}{4}$ cents a bushel for oyster shells, mind you. Last year we paid only 8. The year before we paid a little over 6 cents. If it keeps on, we will be paying 12 to 15 cents a bushel for oyster shells to plant. The State should not be subjected to such a proposition when it is trying to improve the condition of a market that private individuals profit by. The only solution to the problem is that the State reserve control over a certain portion of the oyster shells to be taken from each packer in proportion to his consumption and plant them where they are needed."

Plans Oyster Planting Dredge

T. R. Hodges, shell fish commissioner for the state of Florida visited Pensacola recently for the purpose of getting an estimate upon the construction of a specially designed dredge to be used in the planting of oysters. The Pensacola shipbuilding company will be one of the firms to submit an estimate on the craft.

Captain Hodges will make a trip to Mobile before returning over the course he has already sailed and figures that a barge may be obtained at that point. The last legislative session made an appropriation for the preservation and conservation of the oyster industry and the construction of the bivalve planting barge is one of the steps in this direction.

Big Tuna Caught Off Jersey Coast

The largest tuna ever caught along the Jersey coast, according to local fishermen, was recently hauled in by Captain Heldiong Swanson and twelve men of the Manasquan Fish Company after a hard battle. The fish weighed 1600 pounds and was fourteen feet long. The fishermen climbed overboard and after working more than two hours succeeded in securing the fish with ropes. The monster broke the tackle twice before it was landed in the boat. All of the men were bruised about the legs and body in the battle.

Cape Fear Slue Gets Buoys

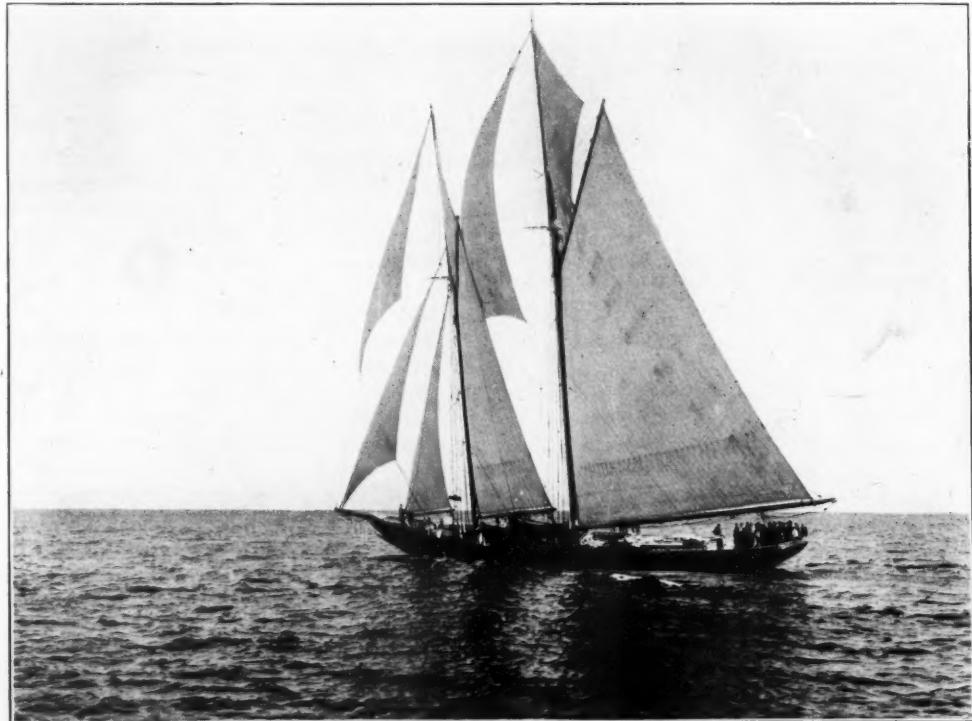
Through the efforts of Captain Potter of Wilmington, Delaware, the Department of Commerce Bureau of Light Houses has already arranged for the purchase of light buoys to be placed on the Cape Fear Shoal. A buoy will be placed at each end of the channel. It will take from four to six months for delivery of the buoys from the makers.

RIGGER OF WINNERS

Schooner Esperanto

also new

SCHOONER COLUMBIA



SCHOONER COLUMBIA

GEORGE E. ROBERTS

Rigger and Contractor

Loft: Parkhurst Railways

GLoucester, Mass.

Four Famous Fisherman Flyers

GLoucester's open Fishermen's Race promises the best sport of any event of its kind ever held.

This will be the first test under racing conditions of the famous Mayflower. Though her

spars were cut down when she installed an engine, she is still considered by many as the fastest fisherman afloat.

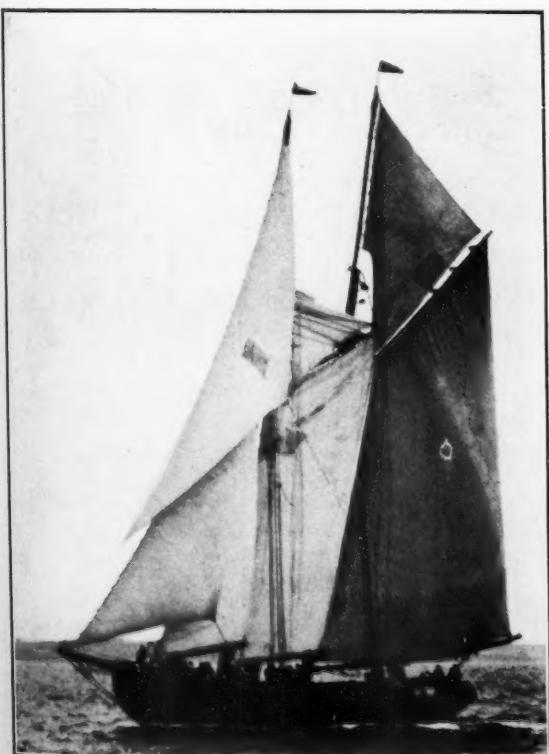
This is also the Shamrock's first race, having just been launched at the Story yards where she was designed and built.



SCHOONER ELIZABETH HOWARD



SCHOONER HENRY FORD



SCHOONER YANKEE



SCHOONER MAYFLOWER

From Keel to Truck

"New Jersey"

MARINE PAINTS

Are Chosen by Most Fishermen

Bottoms painted with New Jersey Copper paint will retard barnacles, worms, and vegetable growth, and not only adds speed to the boat, but makes your craft look spick and span.

Best by Test Since 1889

"New Jersey" Copper Paints

Red, Brown, Green

"New Jersey" Ship and Deck Paints

(Twelve Colors)

"New Jersey" Yacht White

"NEW JERSEY" SPECIAL FISH NET COPPER PAINT

Red and Brown

"NUJOLEATE"

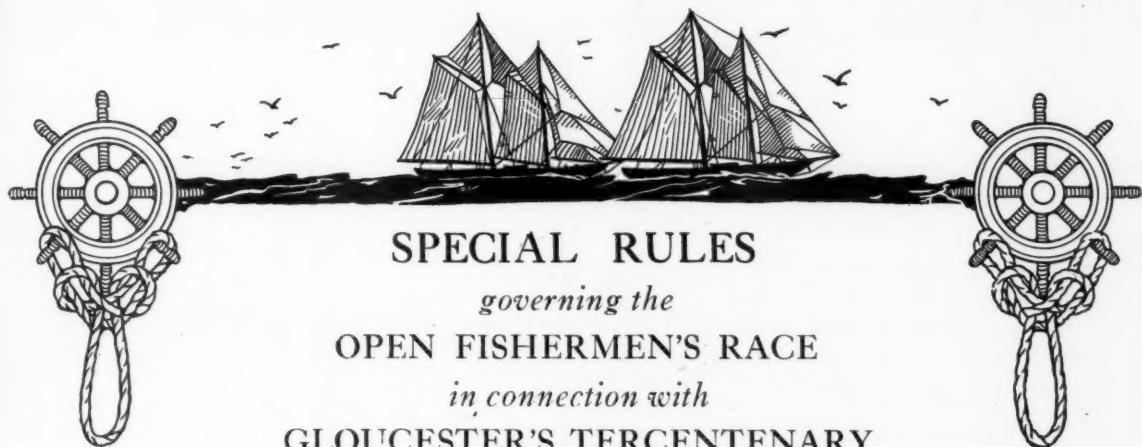
The fish net preservative in liquid and paste form

Write for Samples and Prices

New Jersey Paint Works

Harry Louderbough, Inc.

JERSEY CITY, NEW JERSEY



1. Passing to Windward. An overtaken vessel may luff as she pleases to prevent an overtaking vessel passing her to windward, until she is in such a position that the bowsprit end, or stem if she has no bowsprit, would strike the overtaking vessel abaft the main shrouds, when her right to prevent the other having a free passage to windward shall cease.

2. Passing to Leeward. An overtaken vessel must never bear away to prevent another vessel passing her to leeward—the lee side to be considered that on which the leading vessel of the two carries her main boom. The overtaking vessel must not luff until she has drawn clear ahead of the vessel which she has overtaken.

3. Rights of New Course. A vessel shall not become entitled to her rights on a new course until she has filled away.

4. Passing and Rounding Marks. If an overlap exists between two vessels when both of them, without tacking, are about to pass a mark on a required side, then the outside vessel must give the inside vessel room to pass clear of the mark. A vessel shall not, however, be justified in attempting to force an overlap and thus force a passage between another vessel and the mark after the latter has altered her helm for the purpose of rounding.

5. Overlap. An overlap is established when an overtaking vessel has no longer a free choice on which side she will pass, and continues to exist as long as the leeward vessel by luffing, or the weather vessel by bearing away is in danger of fouling.

6. Obstruction to Sea Room. When a vessel is approaching a shore, shoal, rock, vessel or other dangerous obstruction, and cannot go clear by altering her course without fouling another vessel, then the latter shall, on being hailed by the former, at once give room; and in case one vessel is forced to tack or to bear away in order to give room, the other shall also tack or bear away as

the case may be, at as near the same time as is possible without danger of fouling. But if such obstruction is a designated mark of the course, a vessel forcing another to tack under the provisions of this section shall be disqualified.

7. If any competing vessel foul a buoy marking the course or foul another competing vessel during the race, she may be disqualified by the Sailing Committee.

8. If a vessel crosses the line before the starting gun is fired, her number will be displayed from the Judges' boat and attention will be called to it by two blasts of the whistle and she will have to return and recross the starting line, otherwise she shall be disqualified from the race.

9. All protests regarding any race shall be made in writing and delivered to the Chairman of the Judges on the day of the race. The decision of the Judges shall be final.

Change of Skippers

Capt. Lester Corkum, son of Capt. William H. Corkum, made his first trip in command August 9, when he took out the steamer *Lois H. Corkum*, recently in charge of his father.

A Worth-While Souvenir for Yourself or Friends 300th Anniversary Assortment

DAVIS GLOUCESTER FISH

Complete with unique combination can, jar and bottle opener, and new sea food cook book of 118 tested recipes. Sent direct by prepaid express or parcel post on receipt of price—\$3.65. Safe delivery and complete satisfaction guaranteed.

| This complete selection: | | |
|--------------------------------|-----------------------|---------------------|
| 1 can Shrimp | 1 can Clam Chowder | 1 can Kippered Her- |
| 1 can Tunny Fish | 1 can Royal Chinook | ring |
| 1 can Lobster Sandwich Filling | Salmon | 1 can "Down East" |
| 1 can Fresh Lobster | 1 can Fish Flakes | Clams |
| 1 can California Sardines | 1 can Fresh Codfish | 1 jar Boneless Her- |
| | 1 can Norway Sardines | ring |
| 1 lb. Salt Codfish | | |

FRANK E. DAVIS FISH CO.
Central Wharf

Glocester, Mass.

Open Fishermen's Races in Connection with the

AUGUST

START AND FINISH

THE line for start and finish of the race shall be between the Eastern Point Whistling Buoy off Gloucester Harbor and the bridge of Judges' Boat, which will carry as a distinguishing mark a large flag bearing the word "Committee."

8:15 o'clock A. M. Hoisting of course signals on Judges' Boat.

8:30 o'clock A. M. Hoisting of warning signal, a red flag.

8:45 o'clock A. M. Lowering of warning signal and hoisting of preparatory signal, a white flag.

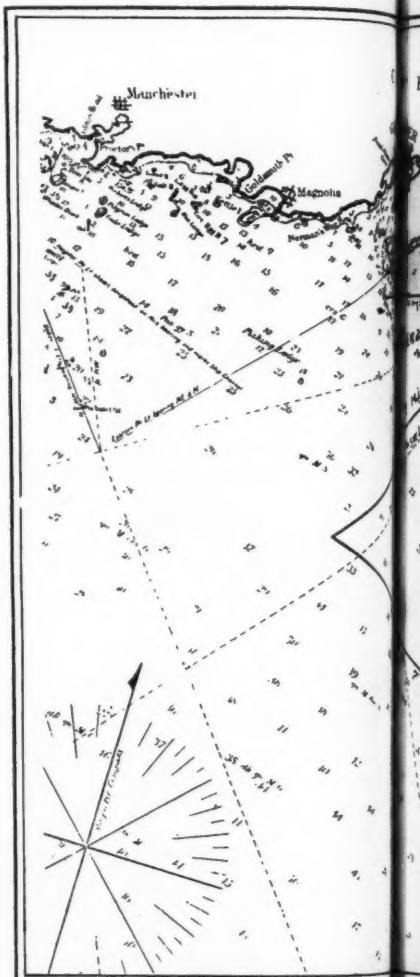
9:00 o'clock A. M. Lowering of course and preparatory signals and hoisting of starting signal, a blue flag.

A gun or whistle will be used to call attention to the signals. If the gun misses fire, crafts will start on the display of the starting signal.

In case of a 30-minute postponement of the course of starting signal a "black ball" will be displayed on the Judges' Boat. If the hoisting of the course signal is delayed all following signals will be delayed the same length of time.

In case of postponement of the race for the day two "black balls" will be displayed on the Judges' Boat.

The time limit for the races shall be six hours.



Brief Sketch of Contestants

ELIZABETH HOWARD—142 tons, owned by W. W. Howard, built at Boothbay about five years ago by Adams. Her model is a modification of the famous old Oriole. In the last American Fishermen's elimination races she made a splendid showing and would probably have won the first race of the series had she not lost a topmast. She has done sixteen knots.

HENRY FORD—138' over all; 109' waterline, 25' 2" beam. Designed by Tom McManus; launched at the Arthur D. Story yard, Essex, April 11, 1922. The Ford was the American challenger in the International Races of 1922, losing to the Bluenose. Many say that she would have won had it not been decreed by the Committee that she cut down her mainsail to meet the terms of the Deed of Gift.

SCORING SHEET FOR

Schooner

Start
h. m. s. First
h. m. s.

ELIZABETH HOWARD
(CAPT. BEN PINE)

HENRY FORD
(CAPT. CLAYTON MORRISSEY)

MAYFLOWER
(CAPT. J. HENRY LARKIN)

SHAMROCK
(CAPT. AL MILLER)

YANKEE
(CAPT. MIKE BROPHY)

tion with Gloucester's Tercentenary Celebration

UGUST 27, 1923

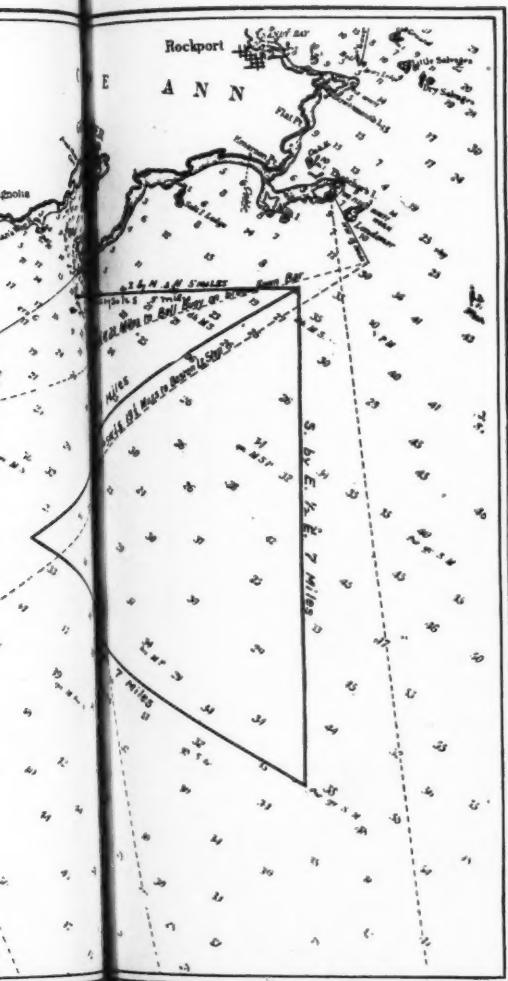


CHART COURSE

MEET FOR THE FISHERMEN'S RACE

| | First Mark | Third Mark | Fourth Mark | Finish | Actual Time |
|----|------------|------------|-------------|----------|-------------|
| t. | h. m. s. | h. m. s. | h. m. s. | h. m. s. | h. m. s. |

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COURSES AND DISTANCES

COURSE 1. To and across the starting line between the Eastern Point Whistling Buoy and the Judges' Boat; thence east by north $\frac{1}{2}$ north 5 miles to a gill net buoy bearing a red flag, leaving it to starboard; thence south by east $\frac{1}{2}$ east 7 miles to a gill net buoy bearing a red flag, leaving it to starboard; thence west by north $\frac{1}{4}$ north 7 miles to a gill net buoy bearing a red flag, leaving it to starboard; thence northeast 7 miles to the first mentioned gill net buoy, leaving it to port; thence west by south $\frac{1}{2}$ south 5 miles to and across the finish line between the Eastern Point Whistling Buoy and the Judges' Boat.

COURSE 2. Reverse of Course 1.

COURSE MARKS

All turning marks of courses will be marked by Gill Netter Buoys—a large buoy surmounted by a staff, each bearing a red flag—easily visible several miles.

PRIZES

First Prize

Sir Thomas Lipton Trophy and \$1000

Second Prize

Col. J. W. Prentiss Trophy and \$800

Third Prize

Fourth Prize

Fifth Prize

\$800

\$600

\$400

Brief Sketch of Contestants

MAYFLOWER—143' 7" over all, 112' waterline, 25' $8\frac{1}{2}$ " beam. She was launched April 12, 1921, from the yard of J. F. James & Son, Essex. W. Starling Burgess designed her. This vessel was declared ineligible by the Trustees of the International Fishermen's Trophy and has never tried her speed in a contest. Her spars have been considerably shortened since she took an auxiliary engine.

SHAMROCK—150 tons, 133' over all, 25' beam. Designed and built by Story of Essex. This is the newest vessel of the fleet and is as yet untried. She is owned by O'Hara Brothers Co., Boston.

YANKEE—A great vessel on the wind. It is not known definitely as we go to press that she will enter the race.

Before Gloucester Became a City

Bay

State



MARINE PAINTS AND VARNISHES

were the favorite of fishermen. And the same honest value and quality has been maintained since the Wadsworth, Howland Company was founded, more than 75 years ago. That's the big reason why most fishermen prefer Bay State Marine Paints and Varnishes.

Regardless of the surface to be covered above or below the water line, there is a Bay State Marine Paint or Varnish which can be used.

The next time you need a paint or varnish demand a Bay State product and see how easily it works, its beautiful appearance, and the surprising amount of surface it covers.

Represented in Gloucester by

GLOUCESTER HARDWARE CO.

Wadsworth, Howland & Co., Inc.
BOSTON, MASS. BROOKLYN, N. Y.

Oceanic Sail Duck

Internationally recognized
as standard of quality

OCEANIC

COTTON DUCK

Selected for the sails of the
MAYFLOWER HENRY FORD PURITAN

*American challengers in the
International Fishermen's Races*

WELLINGTON SEARS & CO.

Boston New York Chicago St. Louis San Francisco
Philadelphia Atlanta New Orleans

SPARS

for

Schooner COLUMBIA

Schooner HENRY FORD

Schooner ELIZABETH HOWARD

Schooner PURITAN



SCHOONER COLUMBIA

Made by

GEORGE E. THURSTON

*Ship and Yacht Spars,
Flag Staffs, etc.*

16 COMMERCIAL ST.

GLoucester, Mass.

If It's Ice or Cold Storage

the

Commonwealth Ice and Cold Storage Co.

gives particular attention to the requirements of fishermen. Its quarters near the Boston Fish Pier, with a cold storage capacity of 1,250,000 cubic feet of space, and an ice manufacturing capacity of 250 tons a day, makes it the logical headquarters for fishermen's ice and cold storage requirements.

*Dry Storage for All Classes of Merchandise
Storage for Bait and Fish*

Commonwealth Ice and Cold Storage Co.

Public Cold Storage Warehousemen

NORTHERN AVENUE

BOSTON, MASS.



LOBSTER NOTES



THE SITUATION

THIS month, as last, supplies are limited though there seems to be sufficient in the market to meet all demands at present price of 45 to 50 cents.

There is no prospect of any great change for the next few weeks. The pound stocks in Maine are pretty well cleaned up. The season will begin again the first of September in that section when shells are hard. There will be no flooding of the market, surplus stocks being impounded after demand at high prices is supplied. The price will probably range around 50 cents.

Lobstering in some sections of Canada begins August 15, first shipments to Boston looked for the week of the 19th. As a rule the shells will be soft, with little high grade stock. These shipments will not materially effect the price.

Only small supplies are looked for from Southern New England waters and the Sound.

Catches Blue Lobster

Now comes the blue lobster.

W. D. Glidden of the Nantucket Fish market sent it to the United States bureau of fisheries at

Woods Hole to find out what made it blue. It was caught July 31 at Muskeget in a trap full of orthodox green ones by Fred Madison, an old-time lobsterman. It is perfectly formed and as lively as any other lobster. Its color is Alice blue, with a crop of summer freckles of a darker shade on its claws.

Several years ago Madison caught a pure white specimen.

We'll Bet He's Got Grandchildren

Editor Atlantic Fisherman

Dear Sir:—

Your article on grandaddy lobsters was quite amusing to me. If you call a fifteen pound lobster a grandaddy, what would you call one weighing twenty-seven pounds? I did not take the measurement, but that is what he weighed.

This lobster was caught about four weeks ago by a gentleman named John Style of West Sayville, L. I., a beam trawler.

Yours truthfully,
F. Ockers.

West Sayville, L. I.



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ARE FAMED
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SKILLED workmen, born to the trade, and infinite care in the smallest details of construction have given us our reputation as the leading ship-builders.

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ESSEX, MASS.

Builders of Schooner Mayflower

Schooners

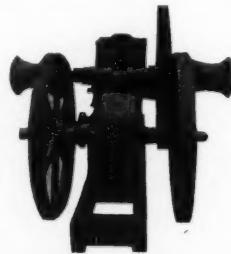
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GLOUCESTER, MASS.



Schooner Benjamin H. Smith Wrecked

The Gloucester fresh fishing schooner, Benjamin H. Smith, Captain Dan Macdonald, struck on the west side of Flat Mud Island August 3, receiving such serious damage that the vessel immediately filled and the crew was obliged to abandon the craft. The Benjamin H. Smith, owned by Gorton-Pew Fisheries, was one of the best known among the United States fishing fleet. The vessel left Gloucester August 2 bound on a halibuting trip to the new Macdonald Bank, recently discovered by and named after Captain Macdonald, skipper of the vessel.

That afternoon the fog shut down densely thick and remained so all of that night and the following day. About 10 o'clock that morning Captain Macdonald judged his position to be south of Seal Island and was preparing to make a sounding when the vessel struck heavily on the rugged shore of the Flat Mud Island. Instantly it was seen that the schooner was badly damaged, as the craft settled rapidly and within twenty minutes from the time it struck the craft was full of water. Captain Macdonald expressed the opinion that when the vessel struck the huge sharp boulders, it split the craft practically in two.

Realizing that the schooner could not be saved, the vessel was abandoned, the men men leaving in five dories. The first two with seven men to be reported, landed at Abbott's Harbor about 4:30 P. M. on August 3 and that evening came by auto to Yarmouth. On arrival they reported to the United States Consul and they were put up at the Hawthorn Hotel. The other dories, two, with Captain Macdonald and nine men got into Wood's Harbor and the other with six men made a landing at Argyle Sound. The following day all the men came to Yarmouth by the C. N. R. fast freight and that evening they were forwarded to Boston.

The Benjamin H. Smith will, without a doubt, become a total loss. The

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Four Cycle Airless Injection

CRUDE OIL

ENGINES - 46 to 95 H.P.

Instantaneous Starting from Cold — No Hot Bulbs
No Electricity — No Water Injection

*The Most Economical Type of Engine
Known*

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Wolverine Motor Works

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vessel was built at Essex, Mass., for the Gorton-Pew Fisheries of Gloucester, Mass., about fourteen years ago. The schooner was 75 tones net register and 146 gross. The Benjamin H. Smith was fully supplied for a several weeks trip and had on board a large quantity of supplies, including oil and gasoline valued at over \$4,000.

Str. Lucia, Capt. George E. Heckman, put into Yarmouth August 7 to land one of her crew, M. Parsons, who fractured his right leg above the

knee, in a fall to the craft's deck. Parsons was taken to the hospital, and the Lucia left in search of mackerel.

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90 Commercial St., Boston, Mass.

Battles 300-Pound Swordfish

HENRY KELLEY, belonging to the fishing schooner Liberty, fought a 300-lb. swordfish to a finish the other day, ten miles from Nantucket South Shoals lightship. When Kelley put his iron into the fish it woke the creature up so thoroughly that he almost wished he hadn't. The fish charged and shoved its sword clear through the dory's bottom, grazing Kelley's foot. The sword broke short off. Captain Claude Wagner planted the Liberty

HULL WANTED

A good sound schooner hull wanted, 50 or 60 ton, light draft, wide deck, without engine, sails or spars. Must be in good condition.

*Address:
WILSON & BARRY
FULTON FISH MARKET, NEW YORK*

close alongside the dory and Kelley's mates hoisted the dory on board and helped Kelley subdue the fish. Captain Wagner reported that fog had interfered with fishing eight consecutive days and he had only 72 swordfish to show for the cruise.

—*Nantucket Inquirer and Mirror*

Recent Stocks

The schooner Sibyl, Capt. Aubrey Hawes, on her recent swordfish trip landed at Boston, stocked \$3400, the crew sharing \$275.

The stock of the schooner Acushla, Capt. Iver Carlson, on her trip landed at Portland recently, was \$7819, the crew sharing \$179 each.

Swordfish Stocks

The stock of schooner Morning Star on her recent trip was \$3000, the crew sharing \$167.

The stock of schooner Nickerson was \$2400, and the crew share \$168.

Schooner Bay State, Capt. Ralph Jensen, arrived at the Boston fish pier August 12 under an improvised sail as the result of a mishap which occurred a few days ago off of Lunenburg. The Bay State was bound home with a trip of halibut, and when off of the home of the "Bluenose," her mainmast snapped short below the cross trees, letting loose her rigging. The damage was temporarily adjusted, and under shortened sail the schooner put it for home, arriving at the pier yesterday afternoon.—*Gloucester Times*.

A Chance for Extra Money

A few extra dollars a week are easy to pick up by taking subscriptions and renewals to ATLANTIC FISHERMAN in your district. If you haven't the time to give to this work, some other member of your family would be glad of the opportunity.

The ATLANTIC FISHERMAN'S ALMANAC is another good proposition to sell to your neighbors.

Drop a line to ATLANTIC FISHERMAN, 100 Boylston Street, and see what we have to offer.

The Fishing Vessel Mart

In answering the following advertisements please address communications to the initials following each item and send care of ATLANTIC FISHERMAN, 100 Boylston Street, Boston, Mass.

50-FOOT FISHING VESSEL FOR SALE

Is 16-foot beam; 5 feet, 7 inches in the hold; sleeps 7; will carry 6 dories; built 1902; rebuilt 1921; small engine. Address B. G., Atlantic Fisherman, 100 Boylston street, Boston, Mass.

45-FOOTER FOR SALE

Open boat with small cabin; 9 feet beam; 20 H. P. engine; will make 9 miles; not 3 years old. Address B. B., Atlantic Fisherman, Service Department, 100 Boylston street, Boston, Mass.

FOR SALE

Machine shop fully equipped for repairing engines. Located on Boston Fish Pier. Good field for one or two capable men. Everything complete, ready for work. Address C. F.

47-FOOTER FOR SALE

10' 6" beam; 24 H. P. 4-cycle Palmer engine; dry well; raised deck forward with pilot house; sleeps 4; 1 year old; 6 months carrying fish. Address B. L.

SCHOONER WANTED

55 to 60 feet over all with about 17-foot beam, 5 foot depth of hold and 7 to 8-foot draft. One with oil engine preferred. Address A. G.

WANTED 50 to 60-FOOTER

Want to buy good able schooner, 20 to 25 tons, with about 8-foot draft. One with motor preferred. Address A. H.

50-FOOTER WANTED

Vessel of 15 to 17 net tons, schooner rig. Would like power, oil engine preferred. Address A. I.

WANTS CENTER-BOARD KNOCK-ABOUT

25 feet overall; no house or cabin; engine not essential; might consider larger vessel. Address A. K.

WANTED

35-foot fishing boat; sleep 4 or 5; Lathrop 20-24 H. P. motor preferred. Address A. L.

WANTED

One or two fishing smacks not over ten years old, about 75 feet overall by 18 feet beam, to draw not more than 10 feet of water. The knock-about type of vessel is preferred. Address B. P.

FOR SALE

38-footer, 9 to 10-foot beam, deck boat, with pilot house, hunting cabin, 16 H. P. Lothrop, perfect condition, \$600. Used very little. Address B. O.

BOAT AND GEAR FOR SALE

29½ feet long, with 10 H. P. Lothrop. Also 15-foot trawl dory, 9 tubs trawl, 12 mackerel nets and gear to rig 15 new nets, 22 anchors to set nets, 2 moorings, 2 covers, 2 pumps, compass, etc. Going out of business. Address C. D.

SCHOONER FOR SALE

Now fishing, 14 net tons; length 53 feet, 4 inches. Built at East Boothbay. Brand new 45 H. P. C-O engine; hoisting winch, new seine and seine boat, and all modern equipment. Want an offer. Address B. A., Atlantic Fisherman, Service Department, 100 Boylston street, Boston, Mass.

57-FOOTER FOR SALE

L. W. L. 50 feet; beam 14 feet 6 inches. 60 H. P. Bridgeport Motor. Electric lights and electric self starter. Address B. H.

REMODELED CAT RIG

Copper fastened 31-footer for sale. 31 feet long and 12-foot beam, draft 3 feet. Cat rigged, sound and tight. Address B. J.

THREE-MASTED SCHOONER

Eleven hundred tons dead weight capacity, in A-1 condition. Built in Maine. Would like an offer. Address B. M.

60-FOOTER WANTED

A subscriber wants to buy a 60-foot vessel to go sailing in. Address A. F., Atlantic Fisherman, 100 Boylston street, Boston, Mass.

42-FOOT KNOCKABOUT SLOOP FOR SALE

Seven years old; 20 H. P. Hartford engine. Picture will be sent on request. Address B. E., Atlantic Fisherman, Service Department, 100 Boylston street, Boston, Mass.

WILL SELL SMALL VESSEL

Schooner Little Jennie; length 50 feet, 16-foot beam, depth 4½ feet, draft 4 feet. New 7 H. P. engine in yawl boat. Schooner is brand new. Price \$6,000. Address B. I.

HULL WANTED

A good sound hull; 50 to 60 feet long; beamy; light draft; plenty of deck room; without engine, sails or spars. Write A. E., Atlantic Fisherman, 100 Boylston street, Boston, Mass.

26-FOOTER FOR SALE

Eldredge built; sound and tight beam trawl and lobster fishing R. D. boat; fish well; Frisbie 10 H. P. 4-cycle with hoist; Paragon reverse gear. All in best condition. Bargain at \$600 for quick sale. Seen at Greenport, N. Y. Address B. N.

SCHOONER WANTED

A subscriber wishes to buy a good sound schooner, about 55 feet, suitable for fishing. With or without engine. Address A. D., Atlantic Fisherman, Service Department, 100 Boylston street, Boston, Mass.

FLUSH DECK POWER BOAT

Want a 28 to 32-foot flush deck power boat for fishing with 14 to 20 H. P. medium to heavy duty gasoline engine; light draft of 3 feet or less. Want power enough to handle 33-foot seine boat and seine. Address A. J.

EXCEPTIONAL BUY

Absolutely new 5 H. P. Fairbanks-Morse two-cycle, bore 5 inches; stroke 4½ inches; never been out of dealer's store. Clearing stock reason for selling below cost. Quick sale \$85. Apply C. D., Atlantic Fisherman, 100 Boylston street, Boston, Mass.

Schooner Columbia Damaged

The Gloucester fishing schooner Columbia has been towed into St. Pierre, Miq., by the French steam trawler La Champlain which rammed the vessel of Sable Island, according to word received by the owners in Gloucester from Capt. Alden Geele.

The Columbia was on the second fishing trip out of that port since the vessel was built last fall as a possible contender for honors in the annual International Fisherman's Race.

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SAILMAKER
Sails, Awnings, Hammocks
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FUEL OIL
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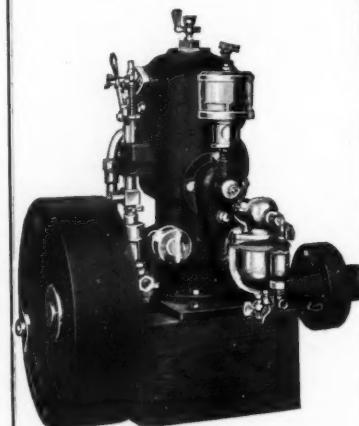
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THAT'S THE REPUTATION OF THE "HARTFORD" gained after twenty years of proven ability to make good under all kinds of conditions. The fact that over 95 per cent. of the "HARTFORD" engines sold each year are installed in fishing and working boats should convince you that the "HARTFORD" has the staying qualities necessary to withstand severe and continuous service. If you want real engine service with practically no cost for upkeep, get a "HARTFORD."

Built in Four Sizes Only

3-5 to 14-20 Horse Power
6-8 and 7-10 H. P.

All 1923 Models equipped with a positive feed lubricating system which insures a liberal supply of oil to the connecting rod and crankshaft bearings. Write today for catalog and full information

Manufactured and Sold by
The Gray & Prior Machine Co.
100 Suffield Street
Hartford, Conn., U. S. A.

Swordfish Gaffs Shark

The surprising tale of battle alongside of a French fisherman's boat between a shark and a swordfish was told to Toulon correspondents. Noticing a commotion in his nets indicating that a shark was feasting on a sardine haul, a fisherman tossed over a large baited hook and in a few minutes the line began to run out. After a long struggle he drew a four-foot shark to the surface. At this moment a swordfish appeared and slashed into

the shark's flanks, cutting deep gashes in four places and enabling the fisherman to lift in his catch without difficulty.

Pigeon a Visitor

On board of the Boston beam trawler Ocean arriving at the South Boston Fish Pier August 7, was a carrier pigeon. It had a band on its leg, with a silver circle inscribed, "P. D. R. 22-339." The bird flew aboard the trawler off of Cape Cod the day before while bound home.

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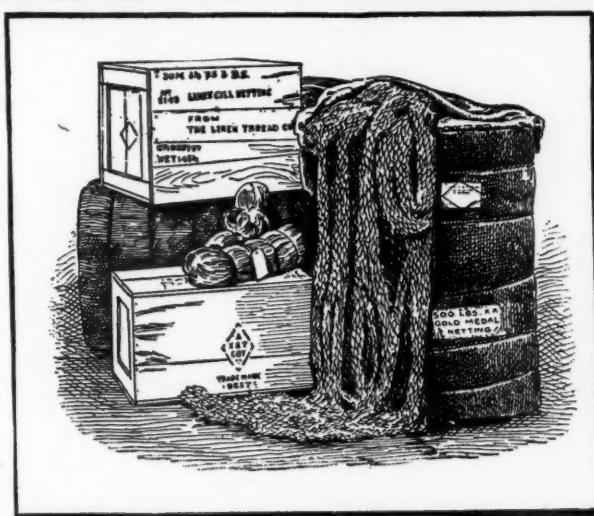
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 fitted complete in any
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COMPANY

NEW YORK
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 BALTIMORE
 CHICAGO
 and
 SAN FRANCISCO

Gloucester's Fisheries

(Continued from Page 9)

fleet of fishing vessels in the world; fleet, staunch, yacht-like crafts, numbering 273 sail, with a tonnage of 21,864 tons, manned by about 5000 men, than whom there are no more brave, hardy and daring who sail on any sea.

History tells us that one of the fares of fish in the days about 1623 brought 5000 pounds sterling in Bilboa, Spain. Today the fishing business of Gloucester has a census rating of over \$8,000,000. The first vessels used were ketches, shallops and pinnaces, all little crafts and partially decked over. The first schooner, Gloucester's greatest step forward in fishing vessel architecture, came in 1713. Today, built on yacht lines, safe, staunch and speedy, a fishing vessel challenges the admiration of the marine world.

To tell how the 150,000,000 pounds of fish, which are brought annually to this port, or landed by Gloucester vessels at other ports, are caught and cured and prepared for the tables of millions of homes, would be an interesting story, but too long for these pages.

Records of Gloucester's fisheries previous to 1830 are vague indeed, but since that year, to the

present, they have cost the lives of about 5500 hardy toilers of the sea, who have left behind them some 1200 widows and nearly 2500 orphans. Since 1830, over 800 vessels, measuring nearly 50,000 tons, valued at \$4,500,000, have sailed from Gloucester, never to return.

MARKET REPORT, AUGUST 7

BOSTON—Cod, good supply, large $6\frac{1}{2}$ to $7\frac{1}{2}$ cents per pound; cod, market, 3 to $3\frac{1}{2}$ cents; haddock, good supply, $4\frac{1}{2}$ to $5\frac{1}{2}$ cents; pollock, light supply, $6\frac{1}{2}$ to $7\frac{1}{2}$ cents; hake, good supply, $2\frac{1}{2}$ to $3\frac{1}{2}$ cents; cusk, good supply, $3\frac{1}{4}$ to 4 cents; mackerel, light supply, 13 cents; swordfish, light supply, small 27 to 28 cents; halibut in small supply.

JACKSONVILLE—Red snapper, fair supply, 10 to 18 cents per pound; sea trout, fair supply, 13 to 18 cents; grouper, fair supply, 5 to 8 cents; mullet, fair supply, 6 to 9 cents; mixed bottom fish, large supply, 5 to 9 cents.

CHICAGO—Whitefish, northern 17 cents; Lake Superior 18 cents per pound; lake trout 22 to 24 cents; yellow pike, 25 to 28 cents; blue pike 13 to 14 cents; lake herring, 9 to 10 cents; catfish, 20 to 24 cents; bullheads, 20 to 23 cents; perch, large, 15 to 16 cents; perch, medium, 8 to 10 cents; carp, 6 to 8 cents; buffalo fish, 8 to 12 cents; sheepshead, 9 to 10 cents; whitebass 14 cents; eels, 18 to 20 cents; halibut, 20 to 22 cents; salmon, silver, 16 cents; salmon, chinook, 22 to 26 cents.

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 NAVAL ARCHITECT AND ENGINEER
 Designs for Motor, Sail and Auxiliary Commercial Vessels
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A modern Four-Cycle Motor built on years of experience with common sense ideas. A motor which will stand up under the most severe conditions, is easy to repair, very economical on fuel and will deliver 100% service year in and year out. Send for catalog.

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Nine Hundred Fifty Dollars

Now the standard price of 100 H. P. Unit Power Plant.

If you pay less, you can not get the power and quality of the H. L. B. SHARK.

If you pay more, you are getting no greater return for the money you spend.

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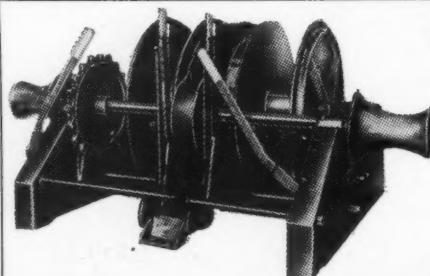
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Ship Fish Alive Across Desert

Mullet, of which fish there are great schools in the waters of the Gulf of California, below the

Colorado river delta, are now being transported alive in tank trucks over the intervening 125 miles of arid desert, and reshipped from here by express to the various fish marts of the country. Sea bass, weighing from 125 to 300 pounds, and turtle tipping the scales at from 200 to 500 pounds, are to follow in their season.

Fishermen of wide experience pronounce the Gulf of California on the Lower California side the most prolific in all kinds of fish and shell fish on the entire west coast of the Pacific Ocean.

Does Your Boat Leak?



Send for Booklets—“HOW TO MAKE YOUR BOAT LEAKPROOF,” and “MARINE GLUE—WHAT TO USE AND HOW TO USE IT.” Any old boat so long as the frames are in fair condition can be made water tight by following the instructions in the above booklets. This applies to anything that floats from a dory to a schooner. Put your leak troubles up to us. We will help you to stop them.

JEFFERY'S MARINE GLUE IN ALL THE VARIOUS GRADES

For sale by all Ship Chandlers, Fisherman's Supply Houses, Paint, Oil and Marine Hardware Stores.

L. W. FERDINAND & COMPANY
152 Kneeland St., Boston, Mass., U. S. A.

Sidney Frip of Jensen has purchased the entire business and equipment of the Stuart Fish Company, including nets, boats, etc., and will operate here this season. Mr. Frip is well known throughout this section, having resided here for the past twenty years. Stuart (Fla.) Messenger

JOES FAMOUS GEARS REVERSE 80%-88% OF MOTOR SPEED

JOES GEARS back up faster than other makes and drive ahead without loss of motor speed or power. More leading engine builders use Joes Gears as regular equipment than any other make. If your engine is not Joes equipped—

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